

The Six Principles of Leadership

- 1. Self Mastery** – You must first master yourself before you can expect to lead others.
- 2. Focus** – Focus and determination trump brains and brawn every time.
- 3. Power with People** – Managers exercise power *over* people; leaders exercise power *with* people.
- 4. Persuasive Communication** – Others tell, leaders sell.
- 5. Execution** – Your success depends on your IQ (Implementation Quotient)...your ability to get things done.
- 6. Giving** – Leaders focus more on what they give than on what they get.